Recipient:			From:	
Attn	**:**	**Project Director** D-43/1, Shahrah-e-Ghalib Lane 3, Block 2, Clifton, Karachi. **Government of Sindh (GOS)**	**Name**	Muhammad Najeeb Adam Ahmadani
			CNIC #	42101-0558062-1
			E-mail	mnajeebadam@hotmail.com
			Cell No.	+92 333 2515610
			Your Reference	INF-KRY 4724/22
Tel.	**:**	+ 92 21 99332207-08	**My Reference**	MNA/GOS/DD/EOI-001
Email	**:**	jobswbproject@gmail.com	**Date**	December 20, 2022

SUBJECT: **APPLICATION / EOI FOR THE POST OF DIRECTOR / DEPUTY DIRECTOR PLANNING / TECHNICAL**

Dear Sir / Ma'am:

This correspondence has the reference made to the advertisement for the Director / Deputy Director – Planning / Technical at Daily Dawn Newspaper dated December 17, 2022 (Saturday):

I hereby furnish my formal EOI and writing you to express my desire to apply for the subject position in your esteemed company. I believe the combination of my academics, skills, work ethic, and experience offers me the unique opportunity to make a positive contribution to your prestigious organization.

Please find attached to this letter my resume which includes the various other qualifications along with the relevant certifications that I have for your perusal, accordingly.

I look forward to hearing your positive response.

Thanking you.

Yours truly,

Muhammad Najeeb Adam Ahmadani

Muhammad Najeeb Adam Ahmadani

A Professional Engineer (PE) to an Entrepreneur with 17+ years of experience in Business Development, Engineering Sales, Operational Control and Project Management. Innovative Strategic Leader with expertise in transforming concepts into high-impact results.

Address : House # R 895, Block 15, Federal 'B' Area, Karachi.
Cell # : +92 333 2515610
Email : mnajeebadam@hotmail.com

Career Objective:

To make use of my acquired expertise, creative talents, and commitment to excellence with the market leader that could be benevolent for me & my respective organization.

Work Experience:

- **Manager – Business Development (South)**
  Department: Business Development Unit (BDU)
  Organization: Mott MacDonald Pakistan (MMP)
  Period of Time: November 2022 to Present

  Responsibilities & Role Description:
  The assigned responsibilities are comprised of Business Development, Sales, and Proposal Management for the South.

- **Senior Manager – Sales and Projects**
  Department / Division: Indenting & Water Technology
  Organization: Greaves Pakistan (Private) Limited
  Period of Time: October 2019 to June 2022

  Responsibilities & Role Description:
  I am entrusted with the responsibilities of Business Development and Project Management for the below cited brands' product offerings of the valued Principals, nationwide along with Water Division Projects.

a) Peter Brotherhood Howden Turbo UK Limited for Steam Turbines and Reciprocating Compressors.
b) Broadbent for Refine Centrifugals for Sugar Massecuite
c) SpectraFlow for Near Infra-Red Online Analyzer in Cement and Coal Industries.
d) Miranda for Water and Wastewater Treatment System
e) EBARA – Pumps and Pumping System

- **Deputy Manager – Sales and Projects**
  Department / Division: Projects
  Organization: KSB Pumps Company Limited
  Period of Time: May 2013 to September 2019

  Responsibilities & Role Description:
  I was assigned the responsibilities of Business Development, Sales, and Project Management for the South Region with a prime focus on EPC Water Projects.

- **Senior Executive Engineer**
  Department / Division: Customer Service (CS)
  Organization: Siemens Pakistan Engineering Co. Ltd.
  Period of Time: December 2004 to April 2013

  Responsibilities & Role Description:
  Coordinator for PM @ Siemens for Siemens, Sales and Proposal Management, Project management, Engineering, and Execution of Civil, Electrical and Mechanical Works including EPC Contracts.

- **System Engineer**
  Department / Division: Industrial Automation
  Organization: Times Engineering
  Period of Time: January 2004 to November 2004

  Responsibilities & Role Description:
  Developing HMI graphics and Operational Philosophy, Programming, Designing Control Panels, Installation, and Commissioning of the Control System (PLC / SCADA). Preparation of Project Schedules, Technical Proposals, and Quotations.

Professional Membership:

- Pakistan Engineering Council (PEC)
  Membership #: Electro / 7271 (Professional Engineer)
- The Institute of Engineers Pakistan (IEP)
  Membership #: M-20674 / KAR-3402 (KCM – 6229)

Education:

- **Master of Science (MS)**
  Discipline: Engineering Management
  Division / CGPA: 3.6 (Jan 2019 to Present)
  Institution: Institute of Business Management (IoBM)
- **Master of Business Administration (MBA)**
  Discipline: Marketing and Finance
  Division / CGPA: 3.65 (May 2012 to Aug 2017)
  Institution: Institute of Business Management (IoBM)
- **Bachelor of Engineering (BE)**
  Discipline: Industrial Electronics
  Division / CGPA: First (Jan 2000 to Dec 2003)
  Institution: I.I.E.E. affiliated with NED-UET, Karachi.

Publication:

- Causes of Project Delay: A Case Study on Clifton (Sewage) Pumping Station.
  Journal: Civil and Environmental Research
  DOI: 10.7176/CER/11-5-01 dated June 30, 2019

Achievement and Accomplishment

- Completed (Acquired and executed) the Work Orders up to the value of PKR 500 million for Industries and Government Sector for Piping, Civil, Electrical, and Mechanical. Instrumentation, Water Technologies, and Control System Projects.

- Acquired and executed the Work Orders up to the value of GBP 80,000 approximately for Sugar Industries and IPPs for Peter Brotherhood Howden Turbo UK Limited in the last 10 months and submitted the expression of interest to several prospective customers including Country-wide.

- Accomplished several internal Inventory Management audits at Siemens Pakistan Engineering Company Ltd. and was awarded Certificates.

- Made the Enlistment / Prequalification for several Brands/Products to the Consultants and Government Departments for Business Development & Acquisition.

- Appreciated and awarded certificates on the several satisfactory projects execution within the Time and Budget constraints.

- Special acknowledgment made by DMD - P&D / Project Director of Karachi Water & Sewerage Board as a CR and Project Manager for Engineering, Procurement, Testing, Commissioning & Maintenance of Clifton Sewage Pumping Station, comprising of Civil works, Mechanical works & Electrical Equipment.

Area of Expertise:

- Projects Management & Operations Management
- Proposal and Contract Management
- Technical Sales and Project Execution

Professional Training:

- Contract Drafting for Non-Lawyers (Corporate Trainings & PR)
- Project Management Professional (PMP) Training PMI and Business Beam (Pvt.) Limited.
- Basic Training on HSE in the Process Industries.

In-service Course and Training:

- Automation System
- Automotive Overview
- Automotive Basics
- Business Conduct Guidelines
- Chemicals Overview
- Chemicals Basics
- Communication / Networks
- Customer Services
- Drive Technology
- Energy Efficiency
- Food & Beverage Overview
- Food & Beverage
- Glass Overview
- Global Bribery and Corruption Awareness
- Global Competition
- Global Corruption and Bribery – What You Need to Know
- Handling Corporate Proprietary Information
- Industrial Identification
- Industry Sales
- Industry Sector Pricing Strategy
- Industry Software
- Innovations HM 2013
- Innovations SPS / IPC / DRIVES 2012
- Low Voltage - Electrical Power Distribution
- Marine - Overview
- Minerals Overview
- OEM
- Pharma - Overview
- Philos
- PM @ Siemens (Module 1)
- PM @ Siemens (Module 2)
- PM @ Siemens (Module 3)
- PM @ Siemens (Module 4)
- Power Supply
- Pricing 1 x 1
- Process Automation
- Protection against Social Engineering
- Pulp & Paper Overview
- Safety Technology
- SECURE: throughout the day - 1
- SECURE: throughout the day - 2
- SIRIUS Industrial Controls
- Solar Overview
- Solar Basics
- The World of Industry
- Totally Integrated Automation
- Totally Integrated Power
- Water & Wastewater Overview
- Water & Wastewater Basics
- Your Signature - Your responsibility
- Compliance Training Program – Cartel Law
- Compliance Training – Prevention of Corruption

Executed Projects:

- **Clifton (Sewage) Pumping Station**
  Customer / Client: Karachi Water & Sewerage Board
  Role Description: Project Manager and Consortium Representative (KSB – ATL Consortium)

  Brief Description: Fixed price (BOQ based) project for Engineering, Procurement, Testing, Commissioning & Maintenance of Clifton Sewage Pumping Station, comprising of Civil works, Mechanical works & Electrical Equipment (Pumps, LV Motors, Valves, Over-head Cranes, Screens, transformers, MV Switchgear, LV Switchgear, UPS Battery / Battery chargers, Control / SCADA system, Piping & Instrumentation.)

- **Flow Monitoring System**
  Customer / Client: Novartis Pakistan Private Limited
  Role Description: Project Manager

  Brief Description: Engineering, Procurement, Testing & Commissioning of Flow Meters for Monitoring the Industrial & Sewerage System.

- **Extension & Improvement of Water Supply Scheme – Mailsi City (Pumping Station)**
  Customer / Client: TMA, Mailsi – Punjab Government
  Role Description: Project Controller

  Brief Description: EPC project for Engineering, Procurement, Testing, Commissioning & Maintenance of Water Supply System comprising of Civil works, Mechanical works & Electrical Equipment (includes: Tube Well Chambers, Over Head Reservoirs, Pumps, LV Motors, Valves, PFIP & MCU Panels, U-PVC Piping, Instrumentation & Chlorination)

- **Electro-Mechanical System (Pumps with Motors)**
  Customer / Client: Mövenpick Hotels & Resorts (Formerly Sheraton Karachi Hotel & Towers)

Role Description: Project Manager
Brief Description: Engineering, Procurement, Testing & Commissioning of Motor(s) & Pump(s) along with its accessories complete in all respects.

- **Instrumentation & Flow Monitoring System**
  Customer / Client: Coca-Cola Beverages Pakistan Ltd.
  Role Description: Project Manager

  Brief Description: Engineering, Procurement, Testing & Commissioning of MAG 8000 Water Flow Sensor(s) along with Transmitter(s).

- **Instrumentation & Flow Monitoring System**
  Customer / Client: Sheraton Karachi Hotel & Towers
  Role Description: Project Manager

  Brief Description: Engineering, Procurement, Testing & Commissioning of MAG 8000 Water Flow Sensor(s) along with Transmitter(s). Engineering, Procurement, Testing & Commissioning of MAG 8000 Water Flow Sensor(s) along with Transmitter(s).

- **OCEA and SONA Village Power Project**
  Customer / Client: Fauji Fertilizer Bin Qasim Limited
  Role Description: Project Manager

  Brief Description: EPC for Power Distribution Project comprising of civil works (Construction of Room, Excavation & Back filling, Foundations for Transformers, Construction of Oil Drain Pit) & electrical equipment (Transformers, MV Switchgear, LV Switchgears & Cabling)

- **Improvement of Water Supply Scheme**
  Customer / Client: MES – PAF Base Faisal, Karachi
  Role Description: Project Manager

  Brief Description: Engineering, Procurement, Testing & Commissioning of Water Pumping station comprising of Civil works, Mechanical works and Electrical Equipment (Motors, Transformer, Pumps, Valves, LV Switchgears & Instrumentation)

- **Raw Mill & Pyro Area (Line II) 7**
  Customer / Client: Dewan Cement Limited
  Role Description: Project Engineer

  Brief Description: Design, Engineering, Testing & commissioning of RAW MILL & PYRO Area (Line 02) using state-of-the-art Simatic PCS7 (CEMAT).

- **Waste Water Treatment Plant**
  Customer / Client: Clariant Pakistan Limited
  Role Description: Project Engineer

  Brief Description: Turn-key (EPC) project of waste-water treatment plant, comprising of Civil works, Mechanical works and Electrical Equipment (Control system, Pumps, Valves, Switchgears, UPS, piping & Instrumentation)

- **K – III Water Project (Pumping Station)**
  Customer / Client: Karachi Water & Sewerage Board
  Role Description: Project Engineer & Site In-charge.

  Brief Description: Turn-key (EPC) project for Engineering, Procurement, Testing, Commissioning & Maintenance of Dhabeji & NEK Pumping Stations comprising of Civil works, Mechanical works & Electrical Equipment (Pumps, MV Motors, Valves, Cranes, Screens, transformers, MV Switchgear, LV Switchgear, UPS Battery / Battery chargers, Control / SCADA system, Piping, Instrumentation & Chlorination)

- **Curing, Washing & Drying Unit**
  Customer / Client: Al-Abid Textile Mill Limited
  Role Description: Project Engineer

  Brief Description: Automation services for Curing Washing & Drying Unit using Mitsubishi FX1N PLC and Puma Inverters.

- **Electro-platting Unit**
  Customer / Client: Raja Motors, Karachi.
  Role Description: System Engineer

  Brief Description: Automation services for Electro Platting Unit on FATEK 32MA PLC.

Project Management Skills:

- Management of Project Stakeholders, their, Roles, Responsibilities and Expectations.
- Develop, assess and select the proper strategy for the project, considering Performance, Cost, Time, and Scope constraints
- Create a project schedule based on:
  a) Work Breakdown Structure (WBS)
  b) Work Activities List
  c) Network Diagram
  d) Time and Budget Estimates
- Develop Communication Plan
- Risk Management Plan (includes risk identification, monitoring, and response)
- Develop Procurement Plan
- Conduct Kick-off Meeting
- Direct and Execute Approved Plan
- Contractor selection and management
- Monitor Project Execution
- Best practices for safety and reliability
- Report on Project Performance to meet the milestones
- Managing supplier and project procurement process
- Project documentation and record
- Gather lessons learned
- Close procurement

Language:

- English
- German (Basic)
- Urdu

Reference:

To be provided at the request.

PAKISTAN National Identity Card

ISLAMIC REPUBLIC OF PAKISTAN

Name
M Najeeb Adam Ahmadani

محمد نجیب آدم احمدانی

Father Name
Ahmed Ahmadani

احمد احمدانی

C/o: GOP | 20-12-22
INF-KRY 4724/22

Gender	Country of Stay
M	Pakistan

Identity Number	Date of Birth
42101-0558062-1	05.03.1982

Date of Issue	Date of Expiry
23.04.2019	23.04.2029

Holder's Signature

42101-0558062-1

موجودہ پتہ: مکان نمبر R-895، بلاک 15، محلہ فیڈرل بی ایریا، کراچی وسطی

مستقل پتہ: مکان نمبر R-895، بلاک 15، محلہ فیڈرل بی ایریا، کراچی وسطی

505431755279

Registrar General of Pakistan

C/o: GOP | 20-12-22
INF-KRY 4724/22

گمشدہ کارڈ ملنے پر قریبی لیٹر بکس میں ڈال دیں

DISTRICT CENTRAL KARACHI
GOVERNMENT OF SINDH
APPENDIX XIV
FORM 'P-1'

No.DC(C)/DB/ 34690/21

The Pakistan Citizenship Act, 1951 (II of 1951) and rules made thereunder (Vide Rule23)

CERTIFICATE OF DOMICILE

Where as M. NAJEEB ADAM AHMADANI (In block letters) **S/o - D/o - W/o** AHMED AHMADANI (In block letters)

has applied for a certificate of a domicile under the Pakistan Citizen Act, 1951 (II of 1951), alleging with respect to himself / herself the particulars set out below, and has satisfied the under signed that the conditions laid down in section 17 of the act for the grant of a certificate of domicile and fulfilled in the said M. NAJEEB ADAM AHMADANI case.

Now, therefore, in pursuance of powers conferred by the said act and rules that made there under, the undersigned hereby grants to the said M. NAJEEB ADAM AHMADANI this certificate of domicile. 21/12/2021

In witness whereof I have subscribed my name this day of _____

ADDITIONAL DEPUTY COMMISSIONER KARACHI CENTRAL

Signed _____
Name :
Designation : **Deputy Commissioner**
Place : **Karachi (Central)**

ADDL. DEPUTY COMMISSIONER KARACHI CENTRAL

PARTICULARS RELATING TO THE APPLICANT

Full Name Mr./Miss./Mrs. M. NAJEEB ADAM AHMADANI
Father's Name AHMED AHMADANI
Address in Pakistan R-895 BLOCK 15 F.B. AREA KARACHI.
Address in country outside Pakistan _____
Place of domicile Tehsil KARACHI Distt. CENTRAL
Date of arrival in the place of domicile SINCE APRIL 1982
Married / Single / Widow / Widower MARRIED
Name of wife or Husband SARWAT NAJEEB AHMADANI (WIFE) 21-2-1991
Name of children and their ages NABIHA AHMADANI (DAUGHTER) 05-9-2016
FABIHA AHMADANI (DAUGHTER) 24-9-2018

MATRIC FROM KARACHI IN 1997
INTER FROM KARACHI IN 1999
BACHELOR OF ENGINEERING FROM KARACHI IN 200[illegible]
MASTER OF BUSINESS AIMINISTRATION FROM KARACHI IN 20[illegible]

Trade or Occupation PROFESSIONAL ENGIN[illegible]
Mark of Identification PHOTO ATTACH[illegible]
C.N.I.C No. 42101-0558062-1

ADDITIONAL DEPUTY COMMISSIONER

Name :
Designation : **Deputy Commissioner**
Place : **Karachi (Central)**
Date: _____

ADDL. DEPUTY COMMISSIONER KARACHI CENTRAL

DISTRICT CENTRAL KARACHI
GOVERNMENT OF SINDH

No.DC(C)/DB/
P.R.C No. 53175
DATED 21/12/21

FORM "C"

(See Rule 5 (1) (b)

Form of Certificate of Permanent Residence in the Province of Sindh for Purpose of Admission to an Educational Institution specified in rule 2 (I) of the Sindh Permanent Residence Certificate Rules. 1971.

PERMANENT RESIDENTIAL CERTIFICATE

I hereby certify that for the reasons given below Mr./Miss./Mrs. M. NAJEEB ADAM AHMADANI

S/o. / D/o AHMED AHMADANI

has his/her permanent residence in R-895 BLOCK 15 F.B.AREA KARACHI.

here enter name of place

Karachi Central District in the province of sindh.

This certificate is granted for the purpose of Educational Institution.

(here enter reasons)

ENTITLED TO THIS CERTIFICATE UNDER THE RULES.

MATRIC FROM KARACHI 1997
INTER FROM KARACHI IN 1999
BACHELOR OF ENGINEERING FROM KARACHI IN 2003
MASTER OF BUSINESS ADMINISTRATION FROM KARACHI IN 2017

ADDL. DEPUTY COMMISSIONER KARACHI CENTRAL

Signed
Name :
Designation : **Deputy Commissioner**
Place : **Karachi (Central)**
Date :

DISTRICT CENTRAL KARACHI
GOVERNMENT OF SINDH

No.DC(C)/D.BR/
P.R.C No. 53176
DATED 21/12/21

FORM "D"

(See Rule L (1) (b)

Form of Certificate of Permanent Residence in the Province of Sindh for Purpose of recruitment to the Public Service of Sindh

PERMANENT RESIDENTIAL CERTIFICATE

I hereby certify that for the reasons given below Mr./Miss./Mrs. M. NAJEEB ADAM AHMED AHMADANI S/o. / D/o. AHMED AHMADANI has his / her permanent residence in R-895 BLOCK 15 F.B. AREA KARACHI. here enter name of place **Karachi Central** District in the province of sindh.

This certificate is granted for the purpose of recruitment to the public service in Sindh.

URBAN AREA
(here enter reasons)

ENTITLED TO THIS CERTIFICATE UNDER THE RULES.

MATRIC FROM KARACHI IN 1997
INTER FROM KARACHI IN 1999
BACHELOR OF ENGINEERING FROM KARACHI IN 2003
MASTER OF BUSINESS ADMINISTRATION FROM KARACHI IN 2017

C.N.I.C No: 42101-0558062-1

ADDL. DEPUTY COMMISSIONER
KARACHI CENTRAL

Signed
Name :
Designation : **Deputy Commissioner**
Place : **Karachi (Central)**
Date :

GREAVES PAKISTAN (PRIVATE) LIMITED
SPECIALIZED ENGINEERING SALES & SERVICES
MODREN MOTORS HOUSE, BEAUMONT ROAD, POST BOX 4908, KARACHI-75530, PAKISTAN.
UAN : (0092-021) 111-354-111
PHONES : (0092-021) 35682565-35682566-35682567-35682569-35682570
FAX : (0092-021) 35682839, 35683425 E-mail: information@gfg.com.pk

Ghulam Faruque Group

August 04, 2022

HR/EXP/01176

TO WHOM IT MAY CONCERN

This is to certify that Mr. Muhammad Najeeb Adam Ahmadani S/o Ahmed Ahmadani bearing CNIC No. 42201-0558062-1 has worked at Company's Head Office in Karachi as **"Senior Manager, Sales & Projects"** in the Pumps Division from October 04, 2019 to June 20, 2022.

We wish him best of success and good luck in his future endeavors.

Assistant GM, HR

GREAVES PAKISTAN (PRIVATE) LTD. KARACHI

CC: Personal Folder

Branch Office:
Islamabad : Mezzanine Level, Razia Sharif Plaza, Block No. 91, Blue Area Islamabad. UAN: (0092-051) 111-354-111
Tel: (0092-051) 2344543-7 Fax: (0092-051) 2344550 E-mail: greaves.soi@gfg.com.pk
Lahore : 3, Sunder Das Road, P.O. Box # 208, Lahore Tel: (0092-042 36362241-2 Fax: (0092-042) 36367523 E-mail: greaves.sol@gfg.com.pk
Peshawar : 1st Floor, Betani Arcade, Opp. Airport Runway, University Road, Peshawar. UAN: (0092-091) 111-354-111
PHONE: (0092-091) 5854880, 5842285, 5841373 Fax: (0092-21) 5840447 Email: greaves.sop@gfg.com.pk

Karachi Water & Sewerage Board

Date: 27th March 2017

TO WHOME IT MAY CONCERN

This is to certify that **Mr. Muhammad Najeeb Adam** of *M/s: KSB Pumps Company Limited* has worked as the Project Manager and Consortium Representative (CR) of ***KSB – ATL Consortium*** on a *'Construction of Clifton (Sewage) Pumping Station'* – The Karachi Water & Sewerage Board Project.

I would like to appreciate his remarkable performance and hard work for making the afore-mentioned project, a successful one. His professional approach and friendly nature in managing the project has helped the entire team to get immensely rejuvenated and they all are quite motivated to work with such a team player like him.

I have found him a very promising young individual with a good moral character and being the Project Director (CPS – KW & SB) I am satisfied with his works and wish him good luck for his future endeavors.

Yours truly,

PROJECT DIRECTOR – CPS
Karachi Water & Sewerage Board

BLOCK-D,9th MILE, KARSAZ, SHAHRAH-E-FAISAL, KARACHI-75350,PAKISTAN
Tel: (92-21) 9231881, 9231885-6

KSB

HR/SS-2019/0009

November 19, 2019

TO WHOM IT MAY CONCERN

This is to certify that **Muhammad Najeeb Adam** has worked with KSB Pumps Company Limited from **May 02, 2013** till **September 29, 2019**. The last position held by him was **Deputy Manager** in Projects & Applications Department, at our Regional Project Office, Karachi.

We wish him all the success in his future assignments.

Shahzad Saleem
Head of Human Resource
KSB Pumps Company Limited

KSB PUMPS COMPANY LIMITED

F:\KSB HR Data\Certificates\Experience\2019\Sales\Najeeb Adam.doc

SIEMENS

Ref. No.: HR 102/SA (671064/3734)
Date: October 10, 2013

CERTIFICATE

This is to certify that **Mr. M. Najeeb Adam Ahmadani** was employed with Siemens Pakistan from **16.06.2008** till **25.04.2013.** Prior to that he worked on contract basis with effect from **28.12.2005** till **15.06.2008.** He also completed on the job technical training with us from **13.12.2004** till **27.12.2005.**

During the tenure of his services with us, he was entrusted with:

- Project Management.
- Project Planning and Scheduling.
- Design and Engineering.
- Project Execution.
- Site Management and Commissioning Supervision.
- Business Development.
- Market Surveys and Presentation.
- Offer and Proposal Management.
- Project Sales and Solutions.
- Coordinator – Project Management @ Siemens for Industry Division.

He carried out all the duties entrusted to him to the best of our satisfaction and we found him to be honest, hardworking & intelligent.

At the time of leaving our services he was employed in our **Customer Services Division** at **Karachi** and was designated as a **Senior Executive Engineer.**

Mr. M. Najeeb Adam Ahmadani left our services on his own accord and we wish him all the best in his future endeavors.

SIEMENS (PAKISTAN) ENGINEERING CO. LTD.

Rashid Iftikhar
Head of C&B - HR

Zafar Ahmed
Manager - HR

Office address:
Siemens (Pakistan) Engg. Co. Ltd.
B-72, Estate Avenue, S.I.T.E., Karachi.
Tel: 92 (21) 32574910-9

TIMES ENGINEERING

An Industrial Automation Company

Dated: December 01, 2004

Reference: "Times Engineering" / Muhammad Najeeb Adam Ahmadani

To Whom It May Concern

I have had the pleasure of working with Mr. Muhammad Najeeb Adam Ahmadani for almost a year. I have found him a very promising young individual. Though being a fresh graduate, this young man showed a much mature approach then expected towards his work. He was found very innovative and professional in both problem solving and client dealing. He has successfully worked on and commissioned several projects in Automation and Instrumentation. His output has always been ahead to one's expectations

I wish him all the best in his future.

Kunwar

Kunwar Shahbaz Khan

Chief Executive

For 'Times Engineering.'

A-14, 4th Floor Usman Plaza, SB-37, Block-13-B, Gulshan-e-Iqbal, Karachi. Phone : 4820831

Serial No. 008445

Institute of Business Management

The Board of Governors by virtue of the authority vested in it by law and on recommendation of the faculty of Institute of Business Management does hereby confer on

Muhammad Najeeb Adam

who has satisfactorily completed the studies prescribed for the degree of

Master of Business Administration

with all the rights, privileges and honors thereunto appertaining.
Given at Karachi in the Province of Sindh, Pakistan

this third day of September 2017

Registrar

Rector

President

Chancellor

Record as on: 5/24/2018 13:29:12 PM

Institute of Business Management

TRANSCRIPT

013101

Degree / Program	:	MBA	Student ID NO	:	20123-13784
Field Of Specialization	:	FINANCE AND MARKETING	Student Name	:	MUHAMMAD NAJEEB ADAM
Program Commenced	:	MAY 2012	Father's Name	:	AHMED AHMADANI
Graduation Date	:	SEPTEMBER 3, 2017	Residential Address	:	HOUSE NO. R-895, BLOCK 15, FEDERAL B. AREA, KARACHI.

Course Code	Course Title			Credit Hours	Grade
	SUMMER 12				
MAN401	PRINCIPLES OF MANAGEMENT			3	B-
STA403	STATISTICS AND MATHEMATICS			3	B+
		GPA 3.335	CGPA 3.34		
	FALL 12				
ACC402	INTRO. TO FINANCIAL ACCOUNTING			3	B
MAN402	ORGANIZATIONAL BEHAVIOR			3	B-
MKT401	PRINCIPLES OF MARKETING			3	B+
		GPA 3.333	CGPA 3.33		
	SPRING 13				
COM402	BUSINESS COMMUNICATION			3	B-
LAW401	BUSINESS LAW			3	B+
STA404	STATISTICAL INFERENCE			3	B+
		GPA 3.447	CGPA 3.38		
	SUMMER 13				
ACC401	INTRO TO MANAGERIAL & COST ACC			3	A
MKT402	MARKETING MANAGEMENT			3	A
		GPA 3.89	CGPA 3.48		
	FALL 13				
FIN404	FINANCIAL MANAGEMENT			3	A-
HRM401	HUMAN RESOURCE MANAGEMENT			3	A
MIS401	COMPUTER APPLICATIONS			3	A
		GPA 3.853	CGPA 3.57		
	SPRING-14				
ECO403	MACROECONOMICS			3	A
MKT403	SALES MANAGEMENT			3	B-
		GPA 3.445	CGPA 3.55		
	FALL - 2014				
MAN502	BUSINESS PROCESS REENGINEERING			3	A-
SSC401	BUSINESS ETHICS			3	A-
		GPA 3.78	CGPA 3.58		
	SPRING-15				
FIN501	ADVANCED FINANCIAL MANAGEMENT			3	B
MAN405	STRATEGIC MANAGEMENT			3	B
		GPA 3.33	CGPA 3.55		
	SUMMER 15				
MIS502	ELECTRONIC COMMERCE			3	A-
MKT404	METHODS IN BUSINESS RESEARCH			3	A-
		GPA 3.78	CGPA 3.57		
	FALL - 2015				
ECO404	MICRO & MANAGERIAL ECONOMICS			3	A
MKT505	INDUSTRIAL MARKETING			3	A-
		MBA E			

Course Code	Course Title			Credit Hours	Grade
MKT506	INTERNATIONAL MARKETING			3	A+
		GPA 3.89	CGPA 3.61		
	FALL - 2016				
COM403	INTERPERSONAL COMM. SKILLS			3	B+
MKT 602	MARKETING ANALYTICS			0	NC
		GPA 3.67	CGPA 3.61		
	SPRING-2017				
ECO405	SEMINAR IN ECONOMIC POLICY			3	A-
FIN503	CORPORATE FINANCE			3	A+
FIN505	TREASURY AND FUND MANAGEMENT			3	A
		GPA 3.89	CGPA 3.64		
	SUMMER-2017				
FIN 511	ANALYSIS OF FINAN. STATEMENTS			3	A
FIN509	FINANCIAL DERIVATIVES			3	A-
		GPA 3.835	CGPA 3.66		

END OF TRANSCRIPT

Total Credit Hours Required: 78 **Credit Hours Earned:** 90 **Total Points:** 329.1 **CGPA:** 3.66

Controller of Examinations

Dean

Institute of Business Management

Ref: IoBM/Regs/5/18/636
May 28, 2018

TO WHOM IT MAY CONCERN

This is to certify that **Muhammad Najeeb Adam (ID # 20123-13784)** s/o **Ahmed Ahmadani** was a bona fide student at the Institute of Business Management. He was awarded admission in the MBA, a two year program, comprising of 78 credit hours in May 2012 and completed the Degree in September 2017 with a CGPA of 3.66. He also completed 12 extra credit hours to complete his Bi-majors in Finance and Marketing.

This is to further confirm that a minimum 16 years of education was required for enrollment in the MBA Program.

Najeeb bears a good moral character and we wish him success in his future endeavors.

Sabina Mohsin
Registrar & Executive Director Admissions

Note: In case of any inadvertent error in the letter, the Institute reserves the right to amend.

Korangi Creek, Karachi-75190, Pakistan UAN (+9221) 111-002-004
Fax: (+9221) 35090968, Website: www.iobm.edu.pk

№ 023516

The Institution of Engineers, Pakistan

BUILD BETTER WORLD
PAKISTAN
ESTD. 1948

By this Diploma warrants,

that Engr. MUHAMMAD NAJEEB ADAM M-20674/KAR-3402

S/o AHMED AHMADANI

has been duly elected Member ELECTRONICS *by the Central Council of the Institution of Engineers, Pakistan. He / She is, therefore, fully entitled to all privileges granted by the Constitution and Bye-laws.*

Date of Enrolment 23-5-2019

Director General

Director

THE INSTITUTION OF ENGINEERS PAKISTAN
BUILD BETTER WORLD
PAKISTAN

ENGR. DR. JAVED YOUNAS UPPAL
President

ENGR. AMIR ZAMIR AHMED KHAN
Secretary General

PAKISTAN ENGINEERING COUNCIL

Serial No.: 89359
Form PEC — 4

Registration No : ELECTRO/7271

Date of Registration : Aug.28,2004

CERTIFICATE OF REGISTRATION

UNDER

PAKISTAN ENGINEERING COUNCIL ACT 1976

This is to certify that Engr. MUHAMMAD NAJEEB ADAM

son/daughter of AHMED AHMADANI born on March 5,1982

resident of Flat.D-7 Second Floor Anarkali Bazar Flats ST-1/B Block-16 Federal "B" Area Waterpump Nomanabad Karachi-75950

present postal address -do-

has been registered as Professional Engineer at Serial No. ELECTRO/7271 of

the Register of Pakistan Engineering Council with following particulars:—

Qualifications :=B.E.(INDUSTRIAL ELECTRONICS)/2004-IIEE,KARACHI (NED-UET)=

Professional Affiliation
with status :

Specialisation/
Training/Attainments :

Registrar
Pakistan Engineering Council,
G-5/2, Islamabad.

Date of issue

Aug.28,2004

Note: This registration certificate is valid until 31st December 2004 unless renewed further on form PEC-5.
This Certificate is the property of the council, returnable on request or de-registration.

بِسۡمِ اللّٰہِ الرَّحۡمٰنِ الرَّحِیۡمِ

Seat No. 1128

Enrolment No. IIEE-443/98-99

NED UNIVERSITY OF ENGINEERING & TECHNOLOGY

PROGRAMME OFFERED AT
INSTITUTE OF INDUSTRIAL ELECTRONICS ENGINEERING, KARACHI

FACULTY OF ENGINEERING

BACHELOR OF ENGINEERING

Whereas MUHAMMAD NAJEEB ADAM S/O AHMED AHMADANI... has pursued a course of study prescribed by the University for the Degree of Bachelor of Engineering (INDUSTRIAL ELECTRONICS) and has passed the requisite examination held in the year, ~~19~~ 2003, having been placed in FIRST Division.

The University hereby confers upon him/~~her~~ the Degree of Bachelor of Engineering (INDUSTRIAL ELECTRONICS) ~~at the Convocation of 19~~ ------.

Registrar

Dean (MEE)

Vice-Chancellor
JUNE 26, 2004

INSTITUTE OF INDUSTRIAL ELECTRONICS ENGINEERING
(NED University of Engineering & Technology Karachi, Pakistan)

TRANSCRIPT OF ACADEMIC RECORDS
BACHELOR OF ENGINEERING (INDUSTRIAL ELECTRONICS)

NAME OF STUDENT:	**MUHAMMAD NAJEEB ADAM**	DATE OF ADMISSION:	**DECEMBER 1999**
FATHER'S NAME	**AHMED AHMADANI**	EXAMINATION HELD IN:	**DECEMBER 2003**
SEAT NUMBER:	**1128**	DIVISION SECURED:	**FIRST**
BATCH:	**1998-1999**	MERIT POSITION:	**SEVENTEENTH**
NED ENROLMENT NUMBER:	**IIEE-443 / I.E. / 1998-1999**	STUDENT CUMULATIVE AVERAGE:	**70.10 %**

FIRST SEMESTER			SECOND SEMESTER		
COURSE TITLES THEORY SUBJECTS *(Max. Marks =100)*	CREDIT HRS	MARKS OBTAINED	**COURSE TITLES THEORY SUBJECTS** *(Max. Marks =100)*	CREDIT HRS	MARKS OBTAINED
Islamic Studies / Ethical Behavior – I	2	87	Islamic Studies / Ethical Behavior – II	2	87
Applied Chemistry – I	2	61	Applied Chemistry – II	2	70
Applied Physics – I	2	77	Applied Physics – II	2	82
Mathematics – I	2	76	Mathematics – II	2	76
English – I	2	75	English – II	2	63
Engineering Drawing – I	4	80	Engineering Drawing – II	4	63
Workshop Technology – I	2	65	Workshop Technology – II	2	66
Material Technology – I	2	57	Material Technology – II	2	65
Basic Electrical Engineering	3	54	Circuit Theory – I	2	61
			Electronic Devices and Circuits – I	2	70
PRACTICALS *(Max Marks=50)*			**PRACTICALS** *(Max Marks=50)*		
Mechanical Benchwork – I	15	35	Mechanical Bench work – II	12	38
Mechanical Machine work – I	4	37	Mechanical Machine work – II	6	40
Basic Electrical Engineering	2	30	Network Circuits-I	2	37

THIRD SEMESTER			FOURTH SEMESTER		
COURSE TITLES THEORY SUBJECTS *(Max. Marks =100)*	CREDIT HRS	MARKS OBTAINED	**COURSE TITLES THEORY SUBJECTS** *(Max. Marks =100)*	CREDIT HRS	MARKS OBTAINED
Applied Physics – III	2	73	Mathematics – IV	2	68
Mathematics – III	2	64	Pakistan Studies – II	2	87
Pakistan Studies – I	2	86	Circuit Theory – III	3	50
Material Technology – III	2	80	Electronic Devices and Circuit – III	2	78
Circuit Theory – II	3	51	Computer Basics – II	2	69
Electronic Devices and Circuits – II	2	55	Solid State Devices	2	87
Computer Basics – I	2	75	Electronic Drafting – II	3	75
Electronic Drafting –I	3	63	Electrical Machines – II	2	86
Electrical Machines – I	2	55	Electronic Testing and Measurement – II	2	57
Electronic Testing and Measurement – I	2	46	Electronic Circuit and Systems – II	2	49
Electronic Circuit and Systems – I	2	54	Logic Design and Switching Theory – I	2	60
PRACTICALS *(Max Marks=50)*			**PRACTICALS** *(Max Marks=50)*		
Electro-Pneumatic & Control with Relays -I	2	40	Electro-Pneumatic & Control with Relays – II	2	40
PCB Manufacturing – I	2	31	PCB Manufacturing – II	2	41
Network Circuits	2	26	Network Circuits –III	2	35
Electrical Machines – I	2	35	Electronic Devices and Circuits-II	2	40
Electronic Circuit and Systems – I	4	39	Electrical Machines – II	2	37
Computer Programming – I	4	38	Electronic Circuit and Systems – II	2	40
			Logic Design and Switching circuit – I	2	37
			Computer Programming – II	4	46

Continued Overleaf…

FIFTH SEMESTER

COURSE TITLES THEORY SUBJECTS (Max. Marks =100)	CREDIT HRS	MARKS OBTAINED
Mathematics – V	2	60
Computer Basics – III	2	64
Electronic Testing and Measurement – III	2	55
Electronic Circuit and Systems – III	2	51
Logic Design and Switching Theory – II	2	68
Control Engineering-I	2	54
Power Electronics – I	2	61
PRACTICALS *(Max Marks=50)*		
Electronic Circuits and Systems – III	4	40
Logic Design and Switching Circuit – II	4	39
Computer Programming – III	4	37
Control System-I	4	30
Power Electronics – I	4	32
Mini Project – I	8	40

SIXTH SEMESTER

COURSE TITLES THEORY SUBJECTS (Max. Marks =100)	CREDIT HRS	MARKS OBTAINED
Mathematics – VI	2	49
Computer Basics – IV	2	64
Electronic Circuits and Systems – IV	2	59
Logic Design and Switching Theory – III	2	58
Microprocessor Principles – I	2	82
Control Engineering – II	2	47
Power Electronics – II	2	73
PRACTICALS *(Max Marks=50)*		
Electronic Circuits and Systems – IV	4	32
Logic Design and Switching Circuit – III	4	37
Computer Programming – IV	4	39
Microprocessor – I	4	39
Control Systems – II	4	50
Power Electronics – II	4	38
Mini Project – II	4	40

SEVENTH SEMESTER

COURSE TITLES THEORY SUBJECTS (Max. Marks =100)	CREDIT HRS	MARKS OBTAINED
Microprocessor Principles – II	2	72
Engineering Economics and Estimating Costing – I	2	56
Manufacturing Technology – I	2	75
Product Design	2	68
Communication Electronics – I	2	69
Control Engineering – III	2	51
PRACTICALS *(Max Marks=50)*		
Microprocessor – II	10	47
Manufacturing Technology – I	2	33
Communication Electronics – I	4	35
Control Systems – III	4	35
Mini Project-III	4	45
Programmable logic Controller –I	6	74/100
Total Marks Obtained	**6343**	

EIGHTH SEMESTER

COURSE TITLES THEORY SUBJECTS (Max. Marks =100)	CREDIT HRS	MARKS OBTAINED
Microprocessor Principles – III	2	92
Engineering Economics and Estimating Costing – II	2	81
Industrial Management	2	79
Manufacturing Technology – II	2	75
Communication Electronics – II	2	83
PRACTICALS *(Max Marks=50)*		
Microprocessor – III	6	47
Manufacturing Technology – II	2	33
Communication Electronics – II	4	45
Programmable logic Controller– II	4	65/100
Project work	16	200/200
Total Maximum Marks	**9050**	

Date: **December 20, 2021**

Prepared by: _____

Checked by: _____

Principal

ENGR. DR. FARAH HAROON
PRINCIPAL-IIEE
ST-22/C, Block-6
Gulshan-e-Iqbal, Karachi

Verified

Note: The four year B.E. (Industrial Electronics) Degree Course is spread over eight semesters. Each Semester has duration of twenty weeks.

SAJID HUSSAIN
Chief Instructor Industrial Electronics
Institute of Industrial Electronics Engineering (PCSIR), Karachi

IIEE, ST. 22/C, Block – 6, Gulshan-e-Iqbal, Main University Road, Karachi – 75300, Pakistan.

VERIFIED

Assistant Controller of Examinations (Result)
NED University of Engg. & Tech. Karachi.
23/12/21

CORPORATE TRAININGS & PR

Najeeb Adam

has been awarded this

Certificate of Participation

for attending a one-day training workshop on

CONTRACT DRAFTING FOR NON-LAWYERS

Facilitated by **Barrister Javeriah Nauman**

On Wednesday, 02 October 2013, at Avari Towers, Karachi

Javeriah

BARRISTER JAVERIAH NAUMAN
COURSE FACILITATOR

Arsalaan Haleem

ARSALAAN HALEEM
TRAINING CONSULTANT